

# THE PHONOGRAM.

THE OFFICIAL ORGAN OF THE PHONOGRAPH COMPANIES OF THE UNITED STATES.

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**COLUMBIA PHONOGRAPH COMPANY,**

627 E Street, Washington, D. C.





**THOMAS A. EDISON,**  
Inventor of the Phonograph and President of the North American Phonograph Company.





A MAGAZINE devoted to all interests connected with the recording of sound, the reproduction and preservation of speech, the Telephone, the Typewriter, and the progress of Electricity.

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**CORRESPONDENCE**

relating to the Phonograph, Typewriter, or Electricity, in any of their practical applications, is cordially invited, and the cooperation of all electrical thinkers and workers earnestly desired. Clear, concise, well-written articles are especially welcome; and communications, views, news items, local newspaper clippings, or any information likely to interest electricians, will be thankfully received and cheerfully acknowledged.

**Mr. Edison at the Helm.**

In accepting the responsible post of head of the North American Phonograph Co., Mr. Edison's title to the grateful appreciation of his countrymen is strengthened, for the latter well know that in uniting the company over which Mr. Edison presides with all the other companies, a new element of power is added and better service guaranteed, and that whatever he essays to do will be well done, and that the phonograph is an instrument of great value to the people. Those interested in this machine are convinced that for them union means power, and that under the leadership of Mr.

Edison all the capacities of this wonder-working mechanism will be brought into play.

With Mr. T. R. Lombard as vice-president, to carry out Mr. Edison's conceptions, the organiza-



Mr. T. R. Lombard, Vice-President North American Phonograph Co.

tion will move majestically onward; and the good judgment, discrimination energy, in fine, all these qualities going to make up that "ensemble" constituting the right man in the right place, will now be exercised in behalf of the present association.

We received from the Louisiana Phonograph Co., New Orleans, sample records of Ben. Rasmus' Sermons. They are original, quaint and interesting, and have to be heard to be appreciated.



### A Significant Step.

We are informed by a correspondent who knows whereof he speaks, that the great commercial agency of Dun, Wyman & Co., of New York, in a recent circular letter issued by it to its agents, has recommended with emphasis the use of the phonograph in all their offices, upon the ground that it is now a commercial necessity, and that in order to keep abreast of the times and accomplish the increased amount of labor devolving upon them, the office business should in future be carried on with the aid of this machine.

Nothing could indicate more clearly the genuine opinion of unbiased and disinterested minds than this expression of opinion to their own agents—as it is intended for the purpose of saving time, trouble and expense. This fact puts the advocacy of the phonograph on a much higher plane than if it had been drawn out by request from some company or individual as an expression of approval. Dun, Wyman & Co.'s recommendation is absolute and complete, without any modifying or qualifying clauses whatever. The agencies all through Louisiana, Texas, Mississippi, and the Southwest in general are experimenting upon the instrument to see how soon they can use it.

This speaks volumes for the talking machine.

### A Promise Redeemed.

In the issue of this magazine following upon the meeting of phonograph companies at Chicago, we stated that new plans for advancing the interests of this organ were about to be consummated. We are now able to announce, that henceforth, copies of the PHONOGRAM will traverse the Atlantic Ocean with every steamer that sails from this port to Europe, and further, that every line of railway running throughout the length and breadth of the United States will bear the same little mercury on its wings.

In this manner the utility of the phonograph will be placed more and more "on evidence," and a new impetus given to sales. Let not the phonographic fraternity for a moment imagine that because they have prospered and the manufacturing department has so successfully held its own, there is nothing further remaining to be done in the way of advertising.

There are features in every line of commerce that follow the same rules. The men who advertise and watch the advertisements of others always succeed. One must know how to push

sales—that is, at what points instruments are needed, what communities are attaining that standard of development in which the use of phonographs is demanded; one must ascertain the character of the inhabitants of those places coming under their observation, in order to attract purchasers. And since accidents are the common heritage of the human race, shrinkages of all sorts must be anticipated in order to keep the phonograph people from tripping up.

Now, large advertising is one means of acquiring information tending to elucidate all questions, whether commercial or otherwise, and the phonograph agent not only needs to advertise his instruments, wares and goods in the pages of a publication that travels over a large portion of the world, but to obtain a knowledge of certain facts which the PHONOGRAM intends he shall possess in future.

Arrangements will be made to secure wider practical information on all subjects connected with the phonograph, and these will be published in our columns.

We hereby likewise call attention to the fact that this journal will hereafter afford special facilities for advertisements not connected with phonograph interests, by being placed on all steamers going to Europe and all railways through the United States, thus becoming a *rare medium* for advertisers.

### Open Schools in All the Large Cities.

That schools for giving instruction to persons wishing to learn how to operate the phonograph are a necessity, goes without saying. The general complaint as to the ignorance and incapacity of typewriter and phonograph operators is long and loud, and we are prepared not only with a reply, but with practical suggestions as to the means of effecting a remedy for the inconvenience.

When a counting-house or a professional firm advertises for a clerk or bookkeeper, it is either stated or understood by both parties concerned in the affair, that the applicant for position should be proficient not only in the mechanical art of writing with a pen or typewriter, but that he should be fitted by education to properly conduct the work confided to him. In the civil service of all governments a searching examination is made into the attainments of persons applying for offices, and unless they meet the requirements demanded, they do not receive the desired employment.

A rule of this sort should be obligatory in the



case of applicants for positions as phonograph operators. A letter of recommendation from the teacher of a business college, according to what we learn, is now about all that is considered necessary to enable a pupil to obtain a position.

This guarantee is insufficient. Read the following directions, and a safe method of securing in the future good service in phonograph work will therein be found to be formulated.

Remember that the work in a commercial or professional house, if justifying the purchase of an instrument like a phonograph, also demands an operator trained to run it properly. A man does not buy a fine carriage and horses and neglect to provide an expert coachman, nor does a railway company fail to secure competent engineers to direct its locomotives.

Now, business, in order to be transacted with the celerity exacted by the employer of the present, must make use of a triple machine, consisting of a typewriter, a phonograph and a human being. One is of no use without the other; therefore, applying the same reasoning to the preparation of this new combination-machine for its duties, we see that the forces representing each owe it to each other to take part in the process. In other words, let typewriter associations and phonograph companies and pupils unite in the formation of an institution which shall offer the best opportunities for a complete course of instruction in the operation and in the mechanism of these instruments.

In this school, girls and youths should be taught how to adjust the machines when a screw is loose or any part out of gear.

We do not doubt that any woman could learn to take the phonograph apart and rectify irregular movement or any slight defect in its action.

She would thus be qualified to do the work of an inspector.

This would be an advantage of special value to the phonograph, since no similar commercial commodity has ever been manipulated in this way without sending it back to the workshops.

Should this become a practical and established custom, there would be no further need of voluminous circulars, but sales would come quickly, and the operator and the phonograph would be at a premium.

### The Phonograph as a Teacher of Languages.

Your attention is called elsewhere to the method introduced by Mr. Breal, as worthy of consideration, yet even phonetic teaching has its

drawbacks, and now the phonograph has come to replace all systems heretofore adopted.

The true end and aim of our linguistic education must be to *actually* speak the modern languages and to *really* be able to converse in them fluently and idiomatically. Any system or method which accomplishes this is, therefore, of the greatest value to the public.

Recently the Edison phonograph has been introduced in America as an educational aid in teaching foreign languages. As we all know, it records with marvelous accuracy the finest variations of sound. In teaching, therefore, the pronunciation of foreign languages the phonograph is unexcelled. The lessons are recorded on it by the most cultivated teachers, specially trained for this work. The gain in this method is, that the scholar can have each sentence repeated thousands of times, until a perfect pronunciation is attained. Where is the living teacher who can accomplish this, phonetically or otherwise? Where is the person who would repeat the same word over and over again, until even the dullest intellect could not fail to attain control of a foreign tongue?

Thus, by the scientific application of Edison's phonograph, the complete mastery of a foreign language has become an assured fact, and a few weeks of study lead, with the aid of this wonderful instrument, to results which heretofore years of labor have failed to accomplish.

We refer those scientists who are in this line to the simpler mode of imparting a foreign tongue by the use of this instrument, which will accomplish all undertaken by any other method, and a great deal more besides.

### To Heads of Commercial Houses and Persons Engaged in Commercial Pursuits.

The business world at large would be astonished at the actual count of letters received at this office and other phonograph centers, testifying to the usefulness of the talking machine, and to the effective manner, in which it fills the void in all establishments engaged in vast undertakings, where before its introduction no means had been found to keep pace with the needs and exigencies of business life.

Heretofore scores of letters have been consigned to oblivion, piles of orders laid aside, at an immense loss of time and money, because of the impossibility of securing operators to carry on the work. At present the influx of testimony from men of *all trades and professions*, and from



every quarter of the continent, goes to show that this instrument is a prime necessity. These reports do not come from phonograph circles or those who own stock in the machine, or agents, but it is a spontaneous and simultaneous admission on the part of business men in general, that the phonograph will perform the work we guarantee it to do.

Letters to the North American Co. and to us from purchasers state that persons using them find after a few months' trial that they give such satisfaction as to warrant the acquisition of one, two or more machines to the office stock. Now when a patron, who has just purchased a phonograph, shows himself sufficiently well pleased with it to be willing to invest in another immediately, no further proof of the practical service that machine renders is needed. This fact also goes to prove what may be done by stirring agents towards introducing the phonograph as a commercial commodity.

We publish on another page letters to Messrs. Holland Brothers, Ottawa, Canada, and from Indiana, on the part of important establishments corroborating our declarations.

#### Views of Mr. G. C. Holland on the Phonograph.

This gentleman, who is a prominent reporter of Parliamentary proceedings at Ottawa, the Capital of Canada, says of the phonograph: "In my judgment, even with an efficient operator and an antiquated typewriter, it is better than any but the most expert and experienced amanuensis."

There are numberless heads of business houses who put the same value on the phonograph. They know its worth and patronize it even under the most adverse circumstances. Therefore we repeat to the companies: Open schools, procure competent teachers, have the phonograph thoroughly explained to the pupils, charge them moderate fees for tuition, and you will find no difficulty in enlarging the number of your sales.

#### Photographs of Mr. Edison, His Home, His Birthplace, His Laboratory and Library.

Those wishing to secure photographs recently taken of the renowned inventor, views of his beautiful library, and other rooms in his house, of his laboratory and of himself, taken in four different sizes and from the age of fourteen up to the present, and all copyrighted, will have the

best opportunity of acquiring them by applying at the office of THE PHONOGRAM, room 87 Pulitzer Building, New York.

Many of these likenesses have Mr. Edison's own signature placed upon them, which alone renders them valuable as souvenirs.

#### Unification of Phonograph Interests.

The committee appointed by the National Phonograph Association to adjust the interests of all the phonograph companies, consolidating them under one head, which should be the North American Co., recently met at Niagara Falls for the purpose of concluding their work.

This important measure being then and there brought to a satisfactory termination, THE PHONOGRAM is able to announce authoritatively that this consolidation has been practically effected, that hereafter there will be one head, which is the North American Co., that there will be an unrestricted sale of machines throughout the United States, and that the business will be pushed as it never has been before.

The local companies will arrange on an amicable basis with the North American, whereby few changes will be made and they will act under the advice of the North American Phonograph Co., an equitable arrangement of profits being arrived at. This is a consummation long wished for.

The North American will be enabled by reason of its central position to take views of the general interests more profound and wide-reaching, and to suggest to its agencies such movements as will best insure to their advantage, concentrating its forces upon occasion in such a way as to command success; for their business interests being in future identical, a combination will achieve what a single company cannot compass, and the smaller and weaker bodies reach that goal of prosperity which when acting separately they cannot attain.

Mr. T. R. Lombard, vice-president of the North American Co., and Mr. A. O. Tate, representing the Edison Phonograph Works, are now visiting all the local companies in order to bind the agreement effected by the special committees.

Thus is a finishing touch put to a vast system, and the enterprise containing in its embryo form so many possibilities, conducted to the summit of commercial greatness, fulfilling thereby our prophecies as to the merits and inherent powers of the talking machine.

The seed we have helped to sow has taken root, the plant will ere long grow and the flower expand, and in course of time its fruits will be seen to encompass the globe.





## A VOICE FROM THE CANADIAN PARLIAMENT STENOGRAPHIC CORPS.

GEO. C. HOLLAND, Official Reporter Senate Debates.

**S**OME of the stenographic magazines, I observe, are taking a good deal of pains to persuade their readers that the phonograph, for practical use, is a comparative failure. That may be the case where it has fallen into the hands of incompetent operators, but here, although the wonderful machine has but recently been introduced, its merits are becoming generally appreciated, and by none so highly as by the expert stenographers, to whom it is a perfect godsend. As an illustration of its practical utility I may mention the fact that we have had the phonograph in daily use in our office during the session which closed on the 9th instant, and have found it invaluable. There are but two of us to take notes in the House, and when the sittings extend from 11 A.M. until near midnight, as they did in the Senate last week, it would have required a large force of expert amanuenses and operators to keep up with the work. Such assistants

are not to be had on short engagements, but the phonographs answered our purpose admirably. Although our office is on the second floor of the Parliament Building, a considerable distance from the Senate Chamber, we could always transfer our half-hour "takes" to cylinders in time to relieve each other, and with Smith Premier typewriters have the entire report ready for the printer on time.

At the beginning of the session we applied to the Senate Debates Committee for permission to use the phonograph on the floor of the House, but they were not prepared to sanction such an innovation. Next year we will renew our application, and, if it should be granted, we propose to report the debates by means of the phonograph, one of us taking a "check-note" as a precaution against the possible breakage, by some accident, of a loaded cylinder.

The phonograph may prove a failure for business purposes from either one of two causes: the correspondent may lack facility in dictation, or the typewriter used for





Senate Reporter's Room, House of Parliament, Canada.

THE SENATE REPORTER'S ROOM IN THE HOUSE OF PARLIAMENT, CANADA. THE ROOM IS A LARGE, DARKLY LIGHTED CHAMBER, WHERE REPORTERS ARE SEATED AT LONG TABLES, WAITING FOR THE SENATE TO SIT. THE PHOTOGRAPH CAPTURES THE BUSY, SILENT ATMO-  
SPHERE OF THE CHAMBER, WITH REPORTERS INTENSIVELY FOCUSED ON THEIR WORK. THE ARCHITECTURE OF THE ROOM IS CLASSICAL, WITH HIGH CEILINGS AND STURDY COLUMNS. THE LOW LIGHTING EMPHASIZES THE GEOMETRIC FORMS AND THE DENSE PACKING OF THE SEATING.





Senate Reporter's Room, House of Parliament, Canada.



transcription may be unsuited for use with the phonograph. A typewriter which is comparatively noiseless in movement and on which the writing is in sight, or readily made visible, can be worked with much more facility than one lacking these advantages. However, in my judgment, a phonograph with any kind of an operator and the most antiquated typewriter, is better than any but the most expert and experienced amanuensis.

The apprehension that the phonograph will deprive the stenographer of his occupation is groundless. There will always be a demand for expert reporters. The phonograph competes with a different class, and there can be no doubt as to the result of the competition. The meagerly educated, half-skilled amanuensis, who writes ambiguous shorthand, transcribes it inaccurately, knows nothing of punctuation or capitalization, and defies popular orthography, has already been served with notice to quit. She is far more needed in the kitchen than in a business office. On the other hand, the phonograph will increase the demand for competent typewriter operators, and will enable them to obtain better results by relieving them of the necessity of adding shorthand to the list of their accomplishments.

As an old stenographer—rapidly becoming, I grieve to say, a veteran—I welcome the phonograph, and can never feel sufficiently grateful to Mr. Edison for having conferred such a boon on a class whose work has hitherto involved such an immense amount of drudgery. If any brother stenographer who reads these lines has not yet tried the phonograph, I would urge him to procure one and give it at least one month's trial; if he will do so, and at the end of the month act on the honest impulse of his heart, he will send a cylinder loaded with gratitude to Mr. Edison for having invented the phonograph, and another to me confirm-

ing my judgment as to the merits of the invention.

#### Why the Phonograph Cures Deafness.

When Mr. Edison invented the phonograph he used the human ear as a guide, and the construction of this instrument involved the mechanical design upon which the ear is fashioned.

Experiments have proven that the phonograph can be scientifically applied to the ear for the cure of deafness. As this malady often occurs from catarrh, the passage from the throat to the ear becomes choked up and a coating forms on the bones of the ear which interferes with vibration. As this coating thickens and hardens, the vibratory power becomes less, and when it ceases the function of the ear-drum is suspended.

Experiments by well-known physicians prove that vibratory force applied to the ear by means of a phonograph must quicken the ear-drum and affect the coating of the inner bones; gradually this coating must be dislodged, and with the completion of that process, hearing will be restored. In the majority of cases a cure may be effected in two months with daily treatment of twenty minutes duration. The intensity of vibrations are under the control of the operator. The treatment is said to be pleasant to the deaf. To persons of normal hearing, the sounds rumble and clatter like the noise of a railroad train. Cylinders are prepared for this especial purpose, but musical cylinders are not suited, except perhaps in the cases of bugle calls, cornet solos and the chimes of loud bells.

LETTERS from various countries reach us expressing enthusiastic interest in the work already accomplished by THE PHONOGRAM, and making a distinct and emphatic demand for "a weekly issue of this instructive and well-edited journal."



### Important and Novel Quest.

Mr. Richard Lynch Garner recently sailed on the *Mohawk*, belonging to the Atlantic Transport Company, for London, from which point he will go directly to Cape Lopez, a trading station in the French Congo district, about four hundred miles north of the mouth of the Congo River. This expedition, undertaken in the cause of science, excites universal interest not only because of the special object towards which it is directed, but by reason of the original and unique character of the preparations made for conducting it by the intrepid explorer.

His purpose is to seek to wrest from the anthropoid apes in the wilds of West Africa the secret key to their language, and his investigations will at the same time lead to the discovery of a variety of facts connected with the lives of the savage and mysterious people inhabiting that country. He will photograph both man and beast, and will record on cylinders by the aid of the phonograph every sound uttered both by the natives and the apes. He will try to secure photographs of their mouths when they talk, and simultaneously records by phonograph of the sounds they utter. He expects to obtain views of the home life of the African tribes, and a faithful panorama of the royal families of the warriors, of the beaux and belles in evening dress, of the peasantry, slaves and beings of every condition. He will record the social and religious songs, the rites and ceremonies of the people. He will photograph them while dancing, and while worshiping their deities, and this varied information will go far to aid in ascertaining what has been wrought by bondage and civilization respectively, for this race, by comparing their condition with that of their kinsmen in America who have grown up under the influences of civilization. This will



Mr. Richard L. Garner.

be an important ethnological fact to determine.

He will make records of the sounds uttered by apes when at a distance from his abode, and this will be accomplished by a telephone constructed for the purpose with a water-proof wire connected at one end with the diaphragm of the phonograph, and at the other end with a small telephone concealed in a tin horn, all of which will be painted a dingy green in order to be concealed in the leaves, moss or undergrowth of the forest.

In front of this horn will be placed decoys, baits, effigies, mirrors and such other objects as may attract chimpanzees and gorillas to utter their sounds there, which sounds will be immediately recorded on the phonograph cylinder, which will be operated by electricity. Mr. Garner has taken with him a phonograph, a photo-camera, telephones, electric batteries and an iron cage. The cage is constructed of steel wire woven into diamond-shaped lattices framed in small steel frames which when united form a cube seven feet on a side. Within this cage Mr. Garner may carry on communication with the natives of the jungle and conduct his experiments



free from molestation. The cage will be insulated so that it can be charged with electricity in case of danger, or while its occupant is asleep. It will be connected with the relief station by means of a telephone wire.

Mr. Garner is already able to converse with the brown capuchin monkey, and now he wishes to learn the language of the apes in that region, and then, by studying the language of the natives, to see if there is any similarity or connection between the two. "I intend to get a record every day for two weeks of the subjects, in order to ascertain the exact character of the development of the vocal organs and speech, and to compare that of the apes with the language of civilized races, to see if the vocal powers of apes are developed in the same way as in human beings, and if the same consonant sounds will appear in similar order."

He carries letters of introduction from Paul du Chailu, from David Glane, one of Stanley's old lieutenants, and will, when he reaches London, get one from Henry Stanley. These letters, addressed to the chiefs of the Ballaloos, a friendly tribe near the coast, telling them that Garner is a tip-top fellow, worthy to be treated as a friend and brother.

His canned provisions, instruments and baggage will weigh two thousand pounds; twenty-seven men will accompany him, but will have an encampment separate from his, about half a mile distant from Mr. Garner's cage. If wild beasts or natives attempt to assail him he will send electricity through the wires of the cage and can summon aid from the camp by the telephone.

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#### Both Good.

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One of our readers informs us he gave an order to the Bradbury-Stone Storage Battery Co. for twenty-eight cells through reading the advertisement in THE PHONOGRAM.

#### The Stenographers' Friend.

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The most encouraging feature in the phonograph business in Canada, as elsewhere, is the readiness with which skilled stenographers have taken to the use of it in transcribing their notes. On another page we give the opinion of the official reporters of the Canadian Senate, whose experience of nearly a quarter of a century as parliamentary reporters ought to give some weight to their judgment. Another veteran reporter, Mr. A. M. Burgess, Deputy Minister of the Interior, at Ottawa, speaks in glowing terms of the phonograph. Mr. Burgess was for some years chief reporter in the Canadian House of Commons, and prior to that had achieved a good reputation as a journalist. The chief clerk in his department at present is Mr. Hume, also an expert shorthand writer. Mr. Burgess and Mr. Hume hail the phonograph as the stenographers' friend. They use the invention in their everyday work, and have recommended its adoption in all the government departments at Ottawa. Another skilled stenographer who uses the phonograph is Mr. A. Horton, of Toronto, one of the official reporters of the House of Commons. With the indorsement of such practical and experienced stenographers, business men need have no hesitation in adopting the phonograph as a labor-saving instrument for their office work.

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#### The Phonograph in Baltimore.

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The Columbia Phonograph Co. is adding still further to the strength of its Baltimore office, with a view to the speedy introduction of the phonograph in that large and promising field. The Baltimore agent, Mr. M. E. Lyle, has made great headway since he assumed charge, and he is to be assisted temporarily by Mr. R. F. Cromelin, secretary of the company, the



ablest and most experienced special worker in the business. In addition, Mr. Ernest V. D. Murphy, assistant to Mr. Dorian, the manager of the Washington office, now assumes a similar position, permanently in Baltimore. More phonograph business was done in that city in June than in any month since the office opened. It is intended to give Washington a hard struggle, if that city maintains its position as the leading phonograph city.

Messrs. Shriver, Bartlett & Co., of Baltimore, who have been using for more than two years the two phonographs they now own, expressed practically their opinion of the instrument by purchasing a third phonograph in July.

#### The Validity of a Phonograph Agreement.

The following paragraph appeared in one of the New York dailies recently:

"A phonograph in a broker's office reported stock quotations incorrectly, thereby defrauding a speculator of several hundred dollars. Truly this is an age of dupes as well as of inventions."

The true facts of the case are these: In 1891 Mr. G. W. Rumble, president of the San Francisco Stock Exchange, placed phonographs in the rooms of the exchange for the purpose of announcing stock quotations. Article IV. of the Constitution and By-laws of the Exchange reads as follows:—"Stocks may be bought and sold by oral expression or by the re-announcements of orders by phonograph, which shall be in the exchange room."

The Attorney-General of California, on April 16, 1891, commenced an action in the Superior Court to annul the charter of the San Francisco Public Stock Exchange, on the ground that the method adopted by its by-laws of giving orders to buy and sell by means of phonographs was illegal and in violation of the laws of the State of

California. This case came up before Judge Wallace May 1st, who immediately decided every point in favor of the Exchange, thereby confirming its by-laws.

During the argument the Attorney-General laid great stress on the point that a corporation or individual might own or control nearly all the stock of a company, and that the orders might be dictated to twelve phonographs in advance, thus making an arbitrary market. Just here the judge interrupted by asking if the same result would not take place if twelve brokers were put on the Board, with instructions to yell the bids and offers which had been dictated to them in advance, buying and selling all the stock that was wanted. A case came up afterwards in Chicago, but on a different indictment. Here the action was brought upon the ground that the phonograph was an abettor of gambling, and it was asked that the court adjudge the right to close up the establishment. Again was the verdict in favor of the defendant and the phonograph.

In a third case, Mr. Rumble, having moved to this city and opened a broker's office on Broadway, was ordered by one Ross to purchase two-thousand shares of Maple mining stock at ninety cents per share. The purchase was made and Ross notified, together with an offer to deliver the stock, but Ross ordered it sold when the stock had gone down, and then made complaint that the phonograph had been "fixed" so as to make him lose. After appearing in three courts, where in each instance it was decided there was "no case," it has been decided to take a submitted case to the Supreme Court, which holds again next October.

Thus is the phonograph making its way into every trade and occupation and leaving an enduring record of its usefulness.



**A Money Earner.**

The Columbia Phonograph Co. reports that its receipts for June were the largest in its history, and that July promises still better. This company appreciates the value of judicious advertising in THE PHONOGRAM and in the daily papers. It has made money from its organization, and has never used a dollar of its capital for operating expenses.

**Improvements to the Phonograph.**

The Columbia Phonograph Co., which seems determined to retain permanently its leading position in the phonograph business, has recently made several valuable improvements for commercial users of the great labor-saving machine. These devices will be sold to all applicants, who can readily attach them to their phonographs. They are:

- 1st. A clip to secure a fixed starting-point. With it the dictator is given definitely the point of beginning on each cylinder, and simply throws back the diaphragm arm as far as it will go.
- 2d. An ornamental bell, which warns the dictator when near the end of the cylinder, and thus guards against the aggravating running-off.
- 3d. A concealed automatic safety-catch for knife, rendering gouging of cylinders impossible.
- 4th. A speaking-tube support, simple, instantly adjustable at any angle, and giving dictator the use of both hands.
- 5th. A stop and start operated by foot.

**A Pointer to Phonograph Users.**

Keep the mandril clean from small particles of wax that will adhere after removing the cylinders. If not removed they will throw the cylinder "out of the true," and render a perfect adjustment impossible.

**A Senator's First Interview With the Phonograph.**

Senator Joe Blackburn has been relating his first experience with the phonograph, which took place about ten years ago at the Capitol. He and Senator Beck were talking together out-

side of one of the committee rooms of the Senate, when a stout-looking man with a round, boyish face, and head covered with iron gray hair, came up to them, and, begging their pardon, told them he had a curious little instrument which he would like to show them.

Upon this he was invited into an inner room, where he took from under his arm a small bundle, and having unwrapped it asked Senator Beck to talk into it and to say anything he pleased. Senator Beck forthwith proceeded to recite in stentorian tones one of Burns' short poems. The boyish looking man turned the handle and Beck's voice was ground out in the same tones that he had used. The Senators were astounded. They had not thought or heard of the possibilities of the phonograph, and declared that their visitor was a ventriloquist. Senator Beck insisted on trying it again, and asked that he be left alone in the room with the instrument. Mr. Edison, for he was the man who had brought the phonograph under his arm, consented to go outside and await results. The two Senators found the machine to work equally well during his absence. This was the first introduction of the phonograph into the Capitol. Now the automatic phonograph is found on every block retailing the popular airs, while in every government department, as well as in the offices of lawyers, and in commer-



cial houses, you will find letters are talked into the instrument and transcribed therefrom by the typewriter. The greater part of the shorthand notes in Congress are also dictated to phonographs before being transcribed, and the Congressional Record is gotten out entirely by the aid of phonographs.

**Copies of Announcements,**  
Printed and framed, hung in the exhibition parlors of the Ohio Phonograph Co., at Cincinnati and Cleveland, O.:

"Can these machines talk? Yes, as distinctly as you can, and reproduce dictation perfectly even though spoken at the rate of three hundred words a minute."

"By using the phonograph as a stenographer you save both time and money, as one person and the phonograph easily does the work of two persons."

"You can use the phonograph in your office as the ideal stenographer—a little bundle of iron nerves that needs no rest, lunch or holidays."

"A phonograph can 'take down' your dictations of letters faster than the most skillful stenographer, and your clerk or office boy can then transcribe them."

"These framed cards will tell you what you ought to know about that modern miracle, the Edison phonograph or talking machine. Read them attentively."

"Phonographs are rented for evening entertainments, and a full assortment of songs, band music, orchestras and piano records supplied, with attendants to operate them."

"You can rent a phonograph and record the speeches and sayings of your children to reproduce in later years—or we will record them for you."

"The Edison phonograph has so many delightful uses for both office and home that you ought to procure one and secure these benefits for yourself."



"You can rent a phonograph for home amusement and reproduce for your family and friends music by the most celebrated artists of the country."

"The phonograph can teach you French, German, Spanish or Italian from records spoken in Washington, D. C., and reproduced in your own house."

### Plenty in Use Here.

A correspondent from London writes us:

"What has become of the Edison phonograph? This is one of the most mysterious disappearances of modern times. A few years ago public experiments were given which seemed to give an earnest of the importance this machine would add to commercial interests over on this side. A simple little apparatus, whose cost was trifling, could reproduce any sound, even to a grand instrumental performance that had taken place in another hemisphere. Various were the speculations as to its manifold uses. Friends at a distance were to hear each others' voices, messages could be left at people's houses which could not possibly be distorted by domestics; business men could speak through a little trumpet-like aperture and their clerks could receive instructions at any subsequent period. Up to now, however, we have been doomed to disappointment. Where can I buy a phonograph? I do not know and none of my acquaintances can inform me. The time has surely come when it would be wise to consider the expediency of placing the phonograph in English homes and in public resorts. We await with great anxiety your reply."



“Brains of Lightning.”

Mr. James L. Andem, president of the Ohio Phonograph Co., Cincinnati, O., sends us the following extract clipped from *Gleanings*, a journal devoted to bees, honey and home interests and published by Mr. A. I. Root, of Medina, O. Mr. Root uses two phonographs. He is a progressive business man and uses these instruments most successfully. He gives no trouble to the Ohio Phonograph Co., being perfectly willing and able to give them the care and attention required to produce good results.

“It is really true, dear friends, that one of these wonderful machines is already in our office. In fact, I am just now dictating this, my first effort, with the machine.

“As I brush the dust from the cylinder and notice the indentations produced by my voice, it seems absolutely wonderful that human ingenuity has been enabled to make use of these microscopic indentations; and yet it is indeed true; for when by a little modification of the instrument, it is made to speak back to me the words I have been speaking, they are even plainer than I ordinarily utter them; and even the sound of my breathing has been faithfully recorded.

“The great value of the instrument in a business point of view is this: The business man may at night, whenever he has leisure, or whenever he *feels* like it, talk his messages that are to be made known to the world, to the machine; and after this, when it may be convenient an operator, not necessarily a shorthand writer or one particularly skilled, may take the machine and simply transcribe what is spoken to him as plainly as his employer would speak to him if he were constantly by his side. Nay, he can make it speak it over and over as many times as he wishes, and he can then, at his own leisure, write up the letters. As the machine

has sinews of steel and brains of lightning it is not expected that it will get sick; but there it stands at its post, day and night, ready to take down messages whenever its owner shall feel like giving them.”

Prize Essays.

In order to stimulate interest in subjects pertaining to the phonograph and typewriter, we will give the following prizes for the best short articles in reference to same.

On the phonograph, \$10; on the typewriter \$6. in the choicest musical cylinders, including selections from Jno. Y. AtLee, the famous whistler; the United States Marine Band, Columbia Phonograph Co.; the Boston Cadet Band, New England Phonograph Co.; or from list of Louisiana Phonograph Co. on page vii of this magazine.

A Decision in Favor of the North American Phonograph Company.

It seems a new law has been passed in New Jersey, which imposes a tax upon manufacturing corporations, excepting those which have fifty per cent of their capital stock invested in manufacturing enterprises, and it was supposed that the North American Phonograph Co., owners of the patents of Mr. Edison to the phonograph, came under this law.

The facts are that the company has the power to manufacture phonographs, but does not do the actual work itself. This is done by another company, which delivers the phonographs complete for the market to the North American Co., which takes all the risks. The Court held that this company is manufacturing under the law, and not liable to taxation, and the tax was therefore set aside.



## How Is This?

INDIANAPOLIS, April 28, 1892.

MESSRS. LEEDS &amp; Co., City.

*Gentlemen:*—We have been using the phonograph in our office for several months past and are happy to report entirely satisfactory results; in fact, it has surpassed our expectations in all respects.

Our correspondence is very heavy, the number of letters we receive surpasses that of any other business house in the city; often exceeding *one thousand in a single day*, many of them requiring a personal answer. With the assistance of the phonograph, we dispose of from fifty to one hundred letters in the evening, after the day force has left the office, in two to three hours, and have them all ready for the typewriter in the morning.

We can dictate our letters as fast as we wish to talk and about three times as fast as an ordinary stenographer would be able to take the dictation, and the letters written from dictation in the phonograph are more nearly correct than we have ever obtained from stenographers.

The *machine has saved us at least one man's wages in the office*, and done us better service than any man we would have been able to secure, as we have been able to give our personal attention to nearly all of the correspondence. It also disposes entirely with the services of a stenographer.

Further to show our appreciation of the phonograph, we will say that you may book our order for another machine, to be delivered next Fall, at the beginning of our busy season. We are, gentlemen,

Most respectfully yours,

(Signed) J. A. EVERETT SEED Co.

From A Phonograph Exhibitor.

I do not care to make any report on the phonograph, as if I should make a good report it would encourage others to enter the field, and I think there are enough

already in it. However, I will give you a little synopsis of my phonograph experiences. I bought a treadle machine in Boston, and gave my first show at Haverhill the afternoon and evening of October 1, 1891. I took in nearly \$18 that evening and have done as well many other evenings since, but I am satisfied with \$8, \$10 or \$12 per day. I think I take in on an average \$50 per week. I have taken about \$75 in the past six days in Waterbury. I was told before I arrived that "the phonograph was played out here." I do not advertise in any way. I simply tell the people the facts about the phonograph. At first they won't believe me. I came here a stranger, looked the ground over, secured a small open space on a good street, fixed a small platform and cotton canopy over all and opened up. Business has been good from the start, and I shall stay as long as it pays. I put up around my stand one or two nicely lettered signs, and the phonograph does the rest of the talking. I use no humbug or claptrap to secure attention.

Johnson's "Whistling Coon" and laughing song are immensely popular, and I presume they always will be. There is more call for them than for any other selections. The Brady talks—Ohio Agency make deservedly popular records. I keep all the best of the series. I am continually adding to my collection. I carry fifty selections and try to have them all good. Mr. AtLee's whistling, sent by the Columbia Phonograph Co., is fine, and I am just getting some new ones from this company. The New England Phonograph Co. have some fine band music. As I use a treadle machine and run at a certain speed—145 per minute—I have to have all my records made especially for that speed. Records thus made and kept in stock will not always suit, and I don't suppose it would pay any company to keep much of it. All who have heard my



treadle machine, say, "it takes the cake." By getting the best records possible and trying to excel in every way I get business where others have failed. I had a call recently from a gentleman who is about to commence the manufacture of a spring motor. He is going to put one on my phonograph for trial. He is confident it will run it ten hours without winding and run it steadily and noiselessly. We will see. If it is what he claims, it will do away largely with batteries.

My patrons are of all classes—rich and poor, young and old, male and especially female. I go to schools, colleges, asylums, etc., etc., wherever I have paying inducements. I have lately had a call to go to a grove near this place for a Sunday exhibition, but I get about all the work I want during the six days, without the seventh.

My last customer after listening to ten selections, remarked, as he laid down the ear tubes, "Well, that is d—d nice," and this is about what they all say.

#### A Worker as Well as a Genius.

Mr. Edison is a hard worker and sticks to his laboratory work week in and week out. Speaking of his seemingly never-ceasing investigations, he said recently:

"When I think I am on some new line of discovery I keep at it night and day. I have gone for weeks at a time with but three or four hours' sleep each day. I have a little den, christened No. 6, where I work." It is not such a little room either, covering about half a floor and is supplied with every known invention in the line of electricity. "I enjoy life there more than anywhere else. It is a great source of enjoyment to me when I have hit upon some new idea to call up some of the fellows and give them a surprise.

"I remember well when I had about perfected the phonograph, I had the instrument placed near the table in my den.

While I was absent at dinner two or three of the men became engaged in conversation near the door. One fellow complained of the trouble he had with his family, of how he had lost two children and the difficulty he had in getting along. The phonograph received the conversation, the unhappy statement of the man and the comments of the crowd, and when I returned and turned the crank the whole was repeated. I summoned the sad workman to the den and told him to take a chair. I touched the crank and out rolled his whole talk. You never saw a man more surprised in your whole life. He sat there and stared at me in blank amazement. I extended to him my sympathy, but his trouble was lost in his surprise.

"I well remember when we began to work on the incandescent lamp. About fifty men remained up all night with me, and to keep us awake I hired a German band to play lively airs. About midnight we had our lunch served. The novelty of the work and the brass band playing in the laboratory kept the men awake until about one o'clock, when, under various pretexts, they would go to some other part of the building. Invariably they found some hiding place where they could sleep. I had skirmishers out looking up the drowsy ones, who brought them all back to their tables and forced them to keep awake. After that they worked with me all night without any difficulty."

#### A Wonderful Phonograph Clock at St. Petersburg.

A family in St. Petersburg have lately come into possession of a phonograph clock which repeats to the head of the family that he has barely time to catch the train, and tells the children when to get up. And there is now in process of construction a phonographic watch that will remark from time to time to its owner, "Don't forget to post those letters I gave you."



## THE PHONOGRAM.

By MARY J. CARTWRIGHT.

Well, it beats my ticket, 'Lizy, what the world is comin' to ;  
 But I reckon what you're sayin' jest as like as not is true ;  
 Yes, I s'pose it's more'n likely, tho' sich traps I've never seen ;  
 An' they tell me folks is even writin' letters by machine !  
 But, of all the queer contraptions that has ever yet come out,  
 The queerest is the one that I have jest been readin' 'bout.  
 'Tis that some smart Elexander's got a notion in his head,  
 He kin make a thing 'at talks for people after they are dead,  
 I believe they call it Phunnygraph, or some sich funny name ;  
 (I'd jest like to see the creeter, an' the man 'at made the same.)



So now, if a feller makes his latest will an' testa-  
 ment,  
 In the presence of this curious masheen or in-  
 strument,  
 If there should be disturbance or a fuss amongst  
 the heirs,  
 Or anything that wasn't plain about the man's  
 affairs,

An' they should take it into court, his lawyer  
 could declare  
 That he could bring in evidence, 'twould make  
 the people's hair  
 Stand straight on end, an' then he'd claim he  
 held the means at hand,  
 By which the man deceased, himself, should take  
 the witness stand.  
 An' then he'd turn a crank, may be, or may be  
 tech a spring,  
 An' then—well, if the thing's a go, 'twill head  
 off anything—  
 The feller'd speak out plain an' clear, an' in a  
 nat'ral way  
 Would state to all who'd lend an ear, jest how  
 the matter lay !





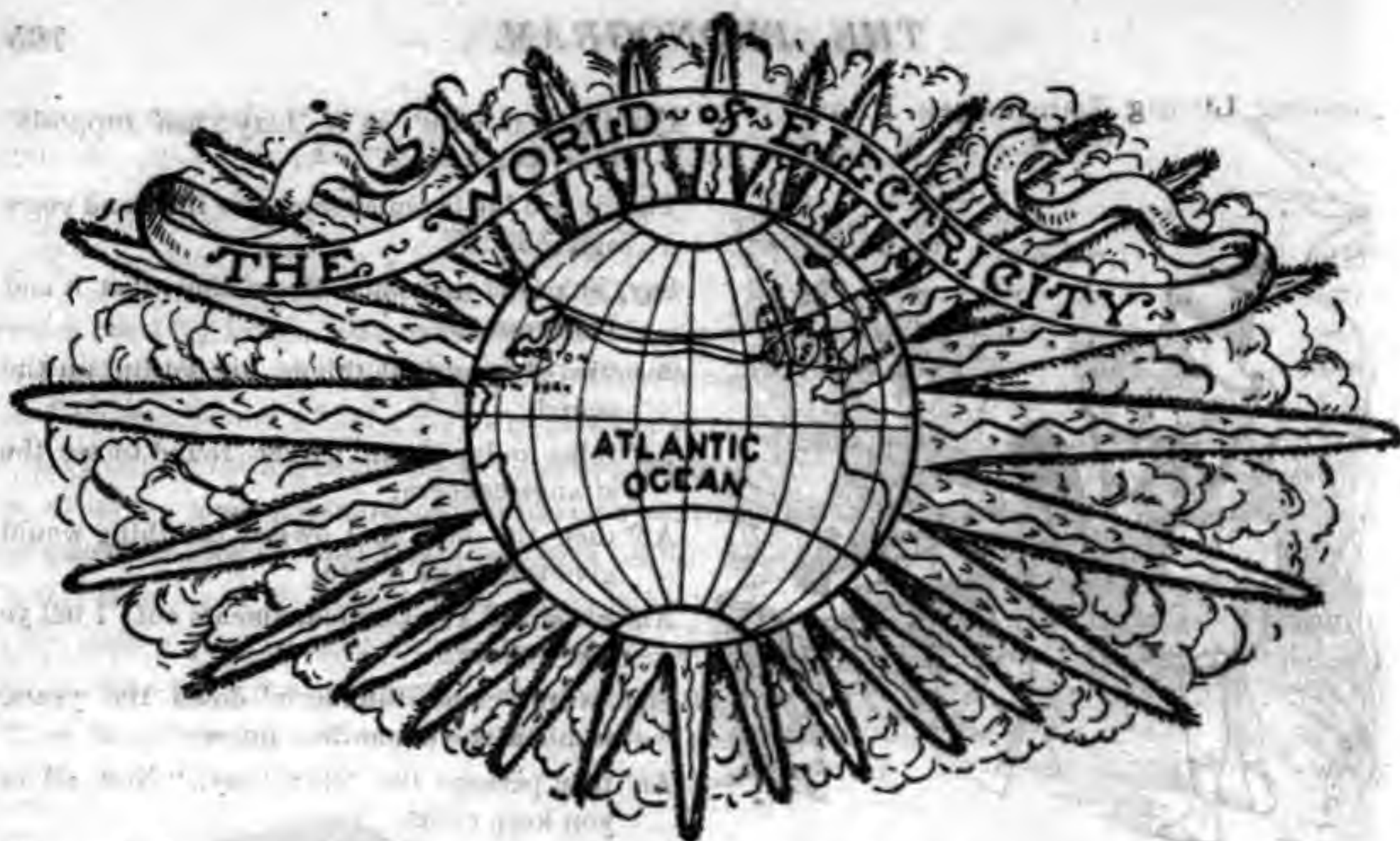


Can't help thinkin' on it, 'Lizy; just supposin'  
now, you know,  
That it had bin invented some few thousand years  
ago;  
Say, su'posin' that since Moses' time, that it had  
bin around.  
A notin' of important things, an' bottlin' up the  
sound,  
An' folks to-day should gather 'round to see the  
strange concern,  
An' then the man that owned the thing would  
give the crank a turn,  
An' grind the Ten Commandments out! I tell ye  
jest to hear  
Sich words come thunderin' down the years,  
would make a man feel queer.  
An' then perhaps the feller'd say, "Now all of  
you keep calm,  
Till David gits his harp in tune, an' then we'll  
have a psalm."

An' 'pon my soul, so plain you'd hear him play the harp an' sing,  
You'd only hav' to shet your eyes an' you could see the king!  
For it makes no difference 'Lizy, for the paper stated so,  
Whether a man dies yesterday or a thousand years ago,  
You'll hear his nat'ral voice agin—he'll talk, pray, preach or sing—  
Which ever he was gifted in—it jest beats everything—  
An' ez I said, I can't tell, 'Lizy, what the world is comin' to,  
You never bev an idee what some fellers goin' to do,  
An' if Solyman was living now, I'm purty sure for one,  
He'd 'low the Phunnygraph was suthin' new beneath the sun.







## THE STORAGE BATTERY AGAIN TO THE FRONT.

**T**HE Second avenue surface road of New York and the Kings County Elevated Railroad of Brooklyn are making arrangements to change their motive power from steam and horses electricity, using the storage battery. This system has again crept to the front, and its advantages over the trolley, in large cities, has been thoroughly demonstrated. It is now but a question of time when the two above-mentioned roads will give us a practical test of its higher development. The recent patent litigation in this city did much to retard the growth of an enterprise which is being largely developed abroad.

A company recently formed in Vienna, now supplies electricity to houses in the same way in which the daily groceries and other household commodities are served. A wagon calls once a week and delivers batteries already charged and a duplicate set in case of emergency. According to

*Electricite*, the cost of current delivered is as follows:

For a battery of accumulators running two lamps 16 c. p. for five hours a day about \$7 per month.

For four lamps of 16 c. p., running for five hours a day, about \$10 per month.

For six lamps of 16 c. p. running for five hours a day, about \$12.50 per month. The batteries are charged every day.

The Reynier Elastic Accumulator was invented by Mr. Reynier with a view towards both these purposes, viz., railway traction and the lighting of houses. His accumulator possesses advantages in this direction not obtained by others, and persons interested in the subject should send for particulars to the office of THE PHONOGRAM, 87 Pulitzer Building, as the manager has full rights for the sale of the American patent.

The main office of the Thomson-Houston Co. will hereafter be in the Edison Building, 44 Broad street, New York City.



## Teaching Living Languages Phonetically.

Mr. Paul Passy informs us that Mr Michel Bréal, of the French Institute, has delivered at the Sorbonne a series of addresses on the importance of good pronunciation, and the necessity of acquiring it in the beginning of study.

In order to learn how to pronounce well two things must be understood. One must be in a condition to reproduce exactly the sounds met with in that language, as well as the specialties of accentuation and intonation, and must know in what cases these should be employed. The ordinary method of teaching a child a foreign tongue is to pronounce a word before him and tell him how to repeat it. He tries to do so, but fails in many instances; what remains to be done afterwards is to make repeated efforts in the same way. After laborious and painful attempts he finally succeeds because his organs are supple; but, as may be seen, it is a difficult task.

Fortunately, there is a means of simplifying it. Take the case of an English youth trying to pronounce the French letter *u*, he calls our word "une," "youne." Show him how to put his lips in position to articulate "ou," and then while holding them thus to try and pronounce the letter "e." He will soon learn to properly pronounce it. Phonetics teach us in this way that to pronounce the French *u*, you must place the tongue so as to say "e," and the lips to say "ou."

With the French child who tries to learn English, phonetics may be brought to bear, also for the German tongue. It is found that the letters are classed two and two; *v* is a vocal sound, *f* is a buzzing sound, one that is blown out; the *v* contains the sound of *f* with another sound added to it; so with *z* and *s*, and with *j* and *ch*. The sounds must be analyzed and then joined or separated to suit circumstances. The difficult "ich" is only a "y" sounded energetically and then blown out. The professor of languages must be a phonetist and indicate to his pupils according to the divers needs of their studies how to use the muscles and form the sounds. This phonetic art bears the same relation to the study of pronunciation that anatomy bears to gymnastics. But it does not suffice to know how to

produce each sound of a language; one must learn how to employ them in the right place.

Orthographers ordinarily give little instruction to pupils on these points. For instance, the student is taught how to produce the two varieties of "th," but who has ever told him how to use one variety for "thin" and another for "then." This is but a small matter, yet what idea does it convey to a person who sees them only written, as to the pronunciation of the words "though, through, cough, plough."

Mr. Bréal has laid down the principle that the pupil ought always to learn a word under its spoken form, before he sees it in its written form; the word, as it is pronounced, must become familiar to him, before he is brought to know or recognize it under its traditional disguise. This principle would seem to commend itself to all reflective people.

But how is the pupil to learn the spoken languages? By the ear alone? This is an infallible method; it is thus the child learns its maternal tongue. Only he has given many years to learning it, during which period of time he has done nothing else. Later in life we have not so much time at our disposition; is it not possible in return to profit by what the pupil already knows to render the teaching more intense, more rapid? That is what is done for all the other branches of linguistic instruction; why not profit by it in the matter of pronunciation? Why, since the child knows how to read, not strengthen the memory of the ear by the memory of the eye?

It is with this end that we make use of the phonetic transcription, that is, a system of conventional writing which represents the language exactly as it is pronounced, making abstraction for the moment of the usual orthography. The pupils have learned verbally a phrase; they have come to pronounce it correctly. I do not purpose to rely entirely on their memory, for fear that on returning they may have forgotten it. I do not intend to give them this phrase in ordinary orthography, that would be still worse, for the written image would come to contradict on certain points the recollection of the spoken phrase, and there would be established between the two a confusion very



difficult to efface. But I would give them an exact representation, a sort of photograph of the spoken phrase, by means of which they could review what they have learned, and return without having forgotten anything. One can see the advantage phonetic writing may give, especially where the master has but few hours at his disposition and if consequently he is obliged to rely upon the work done by the pupils at home.

Observe that phonetic transcription is neither more nor less than a novelty. Almost all French-English dictionaries employ it; they give the words in the usual orthography, then, in parentheses, the pronunciation, expressed in phonetic writing. What is new is the employment of a system of transcription really scientific, uniform, applicable to all languages as is that of the Phonetic Association; then, particularly is the idea presented of employing the transcription *before* the usual orthography and using it alone during the first part of the instruction. It is logical to place the transcription, the image of the spoken language, at the beginning of the course of instruction, and to employ it alone, to the exclusion of the usual orthography, until the spoken language becomes familiar to the pupils.

The employment of the phonetic system, however, stirs up many objections. It is often alleged that learning a new system of writing doubles the work of the pupils and is lost labor, since they afterwards forget it. This recalls to me the discourse of a workman, who was engaged to transport a pile of stones from one place to another. They gave him a wheelbarrow to assist in the performance of the work. "I said I would carry the stones, he told them, but I did not speak of a wheelbarrow; I am not going to take that over in order to have to bring it back again." And he set to work to carry each stone painfully with his hands.

This phonetic writing resembles rather a scaffolding constructed by masons to assist in building a house. It serves no purpose in itself and is destroyed when the building is done; but how much has it facilitated the labor?

But the objectors tell us that "phonetic writing is puzzling and repulsive." That is incontestable. There is nothing attractive about it. But children are not affected

by this; to them everything that concerns a foreign language is "queer," the phonetic writing like the rest, no more. But this new mode helps the child to understand the language, and it is not difficult in comparison with the "gotique" alphabet, which many teachers insist on having their pupils learn when beginning German.

These are not theories I advance, they are facts. I use this system for all foreign languages taught by me in Paris, and it is used by others, who find their pupils much assisted in their linguistic tasks by its employment.—*Revue Scientifique*.

#### The Phonograph Favorably Treated by a Professional Stenographer.

The amount of antagonism, prejudice and misinformation that exists among stenographers in regard to the phonograph is very great, and it has given rise to column after column of absurd criticisms in the shorthand papers. Very few stenographers have really taken the pains to investigate the machine, because they fear that in time it may displace them in their profession, and that they will be reduced to mere "typewritists."

Thus, whatever is said in hostile criticism of the machine is received as absolute truth, and anything said in its favor is more or less openly discredited or explained with the remark, "Oh, you are interested in the company." I am an amanuensis of about four years' standing, and I have made a thorough examination of the phonograph, not merely a cursory examination, but I have operated it constantly for some months. I was thoroughly instructed in its use, mechanism, etc. I became an enthusiastic convert to the phonograph, and am free to say that I honestly like to operate it.

This fact becoming known, I have been inundated with letters from stenographers requesting me to give them some idea as to the practical workings of the machine. In order that it might reach a larger number of the profession, I at length decided to write this article. It was not dictated or suggested by the phonograph promoters (I am not now in the employ of any phonograph company), but is the unbiased opinion of a stenographer who has no direct interest in the machine.

The most persistent objection urged



against the phonograph is that the work of operating it falls most heavily on the one who dictates into it, and, it is stated, that because of this the machine will never come into general use, in the business office. This objection was very forcible and pertinent in respect to the old phonograph, but with the new one it is entirely eliminated.

Recording on the phonograph is a very simple matter, and an examination of the machine will demonstrate its adaptability for the dictation of letters, etc.

Another insuperable barrier urged against the phonograph is "that it is impossible to make corrections when mistakes occur in a letter." This can be overcome in the same manner as in shorthand, by changing the matter as desired, except that it is better to preface the change with the word "correction" to prevent errors. This may at first appear to be rather a cumbrous procedure, but in reality it is fully as easy as it would be to make the same correction in a letter which was "taken" in shorthand. Of course, if a letter is full of corrections and interlineations, it would be rather difficult to transcribe it correctly, but this argument has exactly the same force when the matter is taken in shorthand, and usually the letter must be rewritten. The fact remains, however, that most men who have had experience in dictating their letters very seldom interline or make corrections. Usually they know what they wish to say, and they go ahead and say it. It may take a little time to learn to dictate properly, but business men are very rapidly becoming accustomed to dictating their matter, and as a consequence make comparatively few mistakes.

Another favorite objection is that "one has to spell all proper names." It is ludicrous to hear an amanuensis make such a statement as this. Of course, all proper names with which the amanuensis is not familiar should be spelled when dictating to the phonograph. It facilitates the transcribing of the letter and prevents errors. When a letter is taken in shorthand the unfamiliar proper names are always spelled out in full, but there is not the slightest necessity for spelling the familiar proper names in either case.

Still another objection is that it takes a long time to learn to operate the phono-

graph. This was true, to a certain extent, concerning the old machine, but the mechanism of the new one is so simple that anyone can learn to operate it with facility in a very short time. Of course greater confidence is given the operator when he fully understands its mechanical details, but, although it is advisable when possible that one should know all about the machine, still it is not absolutely necessary, and anyone with five minutes' instruction can operate it with advantage.

Yet another objection is "that the hearing of those who operate the phonograph is injured." The machine has not yet been in use for a sufficiently long time to determine absolutely whether it does indeed affect the hearing, but I have it from employes at the Edison works, and also from those who have used the instrument for about a year, that their hearing has not been impaired in the least by its use.

In what way is the phonograph superior to an amanuensis? In the case of an expert amanuensis there are times when the phonograph cannot be used as advantageously as a shorthand writer, but there are times when the amanuensis is engaged upon some important work which it is impossible for him to leave, or is at lunch. Then it is that a business man could dictate his matter into the phonograph and the amanuensis transcribe it at his leisure. Or, take the case of a firm consisting of four or five members who are obliged to spend the greater part of the day talking to their customers. When one partner wishes to use the amanuensis he may be, and probably is, at work with another member of the firm. If the phonograph were used, whenever there was a few minutes' leisure the letters could be dictated to the machine and the amanuensis transcribe them later on. Very frequently business men are kept with their mail after business hours because they have not had an opportunity to dictate their letters to an amanuensis. Another thing, one can dictate into the phonograph at any desired speed. Even in the case of expert amanuenses the extreme limit of their speed is not above one hundred and twenty-five words a minute if they make their notes legible. Very frequently one dictates for a few minutes at a much greater speed than this. Then



comes the inevitable, "What did you say after so and so?" "I lost a word there." The interruption almost invariably causes the dictator to lose the thread of what he intended to say, and often spoils what otherwise would have been a good letter. In transcribing from the phonograph it makes no difference how fast the matter was talked into it, because the machine can be stopped instantly after listening to a sentence, which can then be written out, and this continued to the end of the letter.

In the case of a *poor* amanuensis, the phonograph is infinitely preferable, be-

#### The Phonograph an Aid to Shorthand.

What will be the effect of the phonograph on the shorthand profession? It will benefit good amanuenses, and do away entirely with the poor ones. For instance, the market is now flooded with people who *call* themselves "stenographers," and who have not even a common school education. Many shorthand schools are run with the sole idea of getting pupils and making money without the least regard to the stu-



cause there is no stumbling over notes and the matter can be easily transcribed.

Mr. D. W. Brown, of the reportorial corps of the House of Representatives, is quoted as saying in an address on accuracy in reporting, "Many modern stenographic systems are so impractical that the best amanuenses cannot use them." He also emphasized the advice to work hard at learning stenography and practice thoroughly. **THE PHONOGRAM** tells you it is much easier to learn how to use the phonograph and the records are absolutely accurate.

dent's capability for amanuensis work. The number of "graduates" turned out at these institutions each year is very large and the supply is greater than the demand. The effect of this has been to make good amanuenses compete with the cheaper ones, thus keeping their salaries down to a nominal figure. When phonographs come into general use it will undoubtedly very greatly affect the shorthand schools, and will do much toward discouraging incompetent persons from learning shorthand. There is room, and to spare, for good amanuenses, but the shelves of commerce are filled to overflowing with the riff-raff of the shorthand schools.





## TYPEWRITING ON BOOKS.

**B**OOKS printed with the aid of a typewriter is one of the latest feats accomplished by an undaunted inventor.

All efforts to reach this end have hitherto failed, for the reason that a large book, when opened at any point excepting the center presents an uneven surface.

To obviate this difficulty two adjustable book carriers are arranged with a series of rollers carried in a frame, which frame has a compound movement, going upward and backward. The book, when placed upon the carriers, is firmly pressed down until it catches under the holder at the upper edge of the book, thus making it perfectly level. The book is held in this position by the adjuster, which conforms to either side of the book, whether thick or thin. Another feature of this arrangement is that the springs may be so adjusted that they operate on books of different weights or thicknesses. The book is held open and in a place by the holder.

The spacing bar moves the book under the machine and this movement is limited only by the length of the bars or guides.

If it were possible to find a book twelve feet long, a typewritist might sit in front of it, and write upon it without moving his original position; the book alone would move. The movement of spacing releases the spring, which is caught again by a ratchet. The adjuster and carrier operate in such a way that an extremely heavy



ledger may be shifted with little more effort than with an ordinary machine.

There is an adjusting screw for spacing lines. If a word is misspelled, or a wrong key struck, the machine may be quickly adjusted, an erasure made and the correct letter inserted. The writing may be brought in full view and the alignment is perfect. It is specially adapted to



copying, and can be used for manifolding up to twenty impressions.

When the book or sheet written upon is to be removed, the keyboard and mechanism are lifted and hooked on the upper rod. This machine is adapted to offices where a number of duplicate copies are required, and is useful in general business offices because it would take the place of the copy-press and old style copy-book.

#### Boats of Aluminium.

The result of a study appearing in the *Yacht* seems to show that the employment of aluminium in the construction of sailing yachts, presents advantages superior to those offered by the use of wood or iron.

The yacht in aluminium possesses notably greater stability, especially for boats designed to be swift sailers and of light draught, and it is capable of a rate of speed far exceeding that of other boats.

The author of this study estimates the cost of a yacht of ten tons, built of wood or iron, to be 10,000 francs; that of the same yacht constructed in aluminium, would rise to 25,000 francs, but the hull of this last boat preserves its first value for a period of ten years, while the constitutive materials of the first-mentioned boat have depreciated to a very great extent.

It must be stated that the actual price of aluminium (fifteen francs a kilogramme) is destined to lower progressively, which will extend the employment of this useful metal to large and more varied fields.

A WRITER (Mr. Moran) in the *Stenographer* recommends "intercommunication as a means of acquiring facility in the use of language," which conveys a clear idea of the existing necessity of educating all who intend to fit themselves as stenographers, typewritists, phonographists.

## PHONO CHAT.

In a suit at the assizes in Toronto recently, the case of Horton vs. Orr was an action over a phonograph. The company sold Joseph Perth a phonograph last March on trial; he, if it suited, was to pay cash. When the agent called on Perth he found the latter had left the country, and that one Orr had the phonograph, which he had obtained as security on a loan to Perth of \$350. Orr refused to give up the machine, and the company accordingly sued him. The company won, but judgment is stayed.

A man named Gordon was arrested recently in Montreal for displaying a phonograph on the streets. He was fined \$1 by the Recorder. Gordon said he had a permit from the Mayor to exhibit the phonograph, but the Chief of Police, who arrested Gordon, said he did not think the Mayor had the power to grant a license to obstruct the streets. There were no witnesses called for the defendant, he resting his case on the permit from the Mayor. His Honor the Recorder would not allow that the Mayor had any power to grant a license to obstruct the streets, but as the accused had acted in good faith, working on a license which he believed to be all right, he suspended sentence. He objected to this, and a fine of \$1 was imposed.

The Ohio Phonograph Co. has printed a pamphlet containing directions as to the proper handling and care of the phonograph, also directions for recharging batteries, etc., which it supplies free of cost to users of the phonograph. The company's address is 220 Walnut street, Cincinnati. Attention is called to the company's card to users of the phonograph, in the present issue of this magazine.

Among the new business reported by the Columbia Phonograph Co. for June was the sale of two phonographs to the Department of Labor, in Washington.

The following telegram was recently received by a prominent Western phonograph company from a party who had rented a machine of them:

"Express immediately new glass circle with trap adjustment and glass beads, or all rigging in adjustment dial for phonograph; our glass broken and beads lost."

What he wanted was a new diaphragm, complete, to replace broken one.



CORRESPONDENCE.

ROCHESTER—Chas. J. Brown, Pres't.  
 TORONTO—Robt. C. Brown, Treas.  
 CHICAGO—Edward C. Morris, Sec'y.  
**BROWN BROTHERS COMPANY,** "Continental Nurseries," 42, 44, 46 King street, West,  
 TORONTO, Canada, March 29, 1892.  
**MESSES. HOLLAND BROS.,** Canadian Agents  
 Edison Phonograph, Ottawa.

DEAR SIRS:—Permit us to say that we are pleased to testify with reference to the phonograph. Some time since we placed in our Rochester office, on trial, four Edison phonographs; being so pleased with their work ten days ago we ordered two for our Toronto office. We dispensed with shorthand the day the phonographs were put in, and have not dictated a letter since to a stenographer. We find them very simple and easy to understand and operate. Besides saving the time of the stenographer while dictating, we find we dictate our mail in about one-half the usual time, and the matter is written out much faster on the typewriter than from shorthand notes. It is surprising to know how much more work can be turned out with the use of the phonograph. Besides, at this season of the year when we are so busy, we find them particularly valuable on account of being able to use them after office hours. They are always ready for use, and no one can know what a convenience and saving they are until they have given them a thorough trial. The day is rapidly approaching when the phonograph will be as generally used and as indispensable as the typewriter.

Yours truly,  
**BROWN BROTHERS Co.**

INDIANAPOLIS, April 26, 1892.  
**MESSES. LEEDS & Co.,** Indiana Agents North American Phonograph Co., 47 S. Illinois street, Indianapolis, Ind.

Gentlemen:—We have had the Edison phonograph in use in our office for dictation and transcribing purposes during the past six months, and have since ordered the second one, and we wish to express to you the use and satisfaction that the same has proved to us.

We save the time of stenographer that would be necessary in dictating to one. Do not have to conform our time to the convenience of anyone. We find, after a little practice, that we dictate much more rapidly than we ever could to a stenographer, and that all typewriters can accomplish much more work taking dictation from the phonograph than they can from shorthand notes. In fact, we have found them so useful in our office that we feel as if we could not now get along without them. Respectfully yours,

**NORDYKE & MARION Co.**

INDIANAPOLIS, April 18, 1892.  
**MESSES. LEEDS & Co.,** City.

Gentlemen:—We are using one of Edison's phonographs (or talking machines) in our office, and find it quite a convenience in dictating our correspondence.

We think it a valuable acquisition to our office,

and take pleasure in communicating the above to you on our machine.

We are, Yours truly,  
**EAGLE MACHINE WORKS Co.**  
 INDIANAPOLIS, April 15, 1892.

**MESSES. LEEDS & Co.,** Agents North American Phonograph Co., City.

GENTLEMEN:—We are pleased to inform you that the phonograph purchased some time ago is a practical success in business correspondence. It is a time-saver, indeed, and our correspondent handles more letters with the phonograph than was possible with the old style shorthand. Our stenographer (old style) and phonographer (new style) says it is much more satisfactory and quicker writing the letters from the phonograph, no time being lost in taking or reading the notes, and she would regret to return to the old system of stenography.

Yours truly,  
**LEVET BROS. & Co.**

INDIANAPOLIS, May 20, 1892.

**LEEDS & Co.,** City.

GENTLEMEN:—Relative to the use of the phonograph in our office, will say that we have been using same for a matter of six months, and find it a practical success in every particular.

We are able to dispose of our correspondence at times when our stenographer is busy with other work, or when she is not here, such as evenings and holidays. In addition to this, we utilize the time that was formerly used in the dictation of letters for the transcribing of them, and therefore get more work out of our typewriter by about half than we did formerly.

Furthermore, we get better letters, as our stenographer can read the dictation to the phonograph much easier than she can the direct dictation, and transcribing from shorthand, and the letters can be given and taken by the phonograph very much faster, about two to one, than they can be taken by shorthand.

Becoming accustomed to the phonograph, the dictator gets in the habit of talking very much faster than he does to a shorthand stenographer, and obtains very much more satisfactory results for himself and for the stenographer. We shall need another machine shortly.

Thanking you for the opportunity given to praise the machine, which we now consider invaluable in our office, we are

Yours very truly,  
**CHANDLER & TAYLOR Co.**

**CARNEGIE, PHIPPS & Co.,** Limited,  
 PITTSBURGH, June 2, 1892. ]

**MR. GEO. B. MOTHERAL,** City.

Dear Sir:—I have been for years a great friend of the Remington typewriter; indeed, so great has been my attachment for this excellent machine that I was hard to convince that a better existed, but, although the Remington has for a long time held the supremacy, in my judgment it must now yield the palm to the Densmore.

I have used all the leading typewriters on the market in the hope of finding something better, but in time have always returned to my first love—the Remington—until I made the acquaint-



ance of the Densmore, which I have no hesitancy in saying I deem the best typewriting machine in use to day.

I am now using the Densmore, and shall continue to use and recommend it so long as it maintains its present high standard.

Yours truly,

W. L. CORNELL,  
Chief Stenographer.

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### Queries.

MYERSDALE, PA., July 14, 1892.

*Editor PHONOGRAM:*—Please send me THE PHONOGRAM regularly. Can you tell me the cost of a phonograph in or out of the cabinet? Can it be removed at any time from case? and, if so, used with horn attachment so as to magnify the sound? I have listened to its music and am much pleased and will purchase one if I can get some information about it. We know so little of its workings in this part of the country.

J. F. D.

[ANS.—Phonograph can be removed and horn attached without trouble. Refer you to the Western Pennsylvania Phonograph Co., Pittsburgh, Pa.]

WATCH HILL, R. I., July 12, 1892.

NATIONAL PHONOGRAM PUB. Co., World Building, N. Y. City.

GENTS:—Can you give us any information in regard to the "nickel-in-slot machine." We would like to rent one for our hotel.

Can you inform us as to the probable price for three months.

Very respectfully yours,

VINCENT BROS.

[ANS.—Refer you to the New England Phonograph Co., Boston, Mass.]

MT. AYR, IOWA, July 5, 1892.

*Editor PHONOGRAM:*—Can you inform me if the South is a good territory? Will the whites and negroes patronize the same machine? Are the machines for reproducing to an audience same as automatics? Where can I rent one? Can a battery be charged from an electric light plant in small towns? Can machines be run with a gravity battery or common telegraph battery? Is there any other way of charging the battery than connecting with an electric light plant?

S. F. N.

[ANS.—1. The South is a good territory if properly worked.

2. Don't think they will.

3. Yes.

4. Refer you to list of companies advertised in

this magazine; you rent from the territory in which you live.

5. Depends upon current. Not from an alternating current.

6. It can be run with any battery, provided you have enough cells. It requires two amperes, three volts to run a phonograph.

7. You can charge from any power. See advertisement of dynamo sold by Eastern Electric Light and Storage Battery Company in this issue.]

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### Reading Notices.

No people in the world are more competent to judge of the merits of machines connected with writing than the newspaper people. Recently the *Mail and Express* and the *Evening Post* have equipped their offices with the Caligraph. The celluloid keys add very much to the comfort and speed of the operator.

The automatic phonographs at the Massachusetts beaches are doing a lively business. In fact, this season has far surpassed any other in total receipts. Mr. August N. Sampson, general manager of the New England Co., is a very busy man. He tells a PHONOGRAM reporter that both for commercial and amusement purposes the phonograph is immensely popular in New England. This company keeps an excellent stock of band and other records. We have recently had some delightful airs sent to us by it, showing what care and attention is paid to this department.

New Jersey would be lost without the phonograph at Atlantic Beach, Cape May, Ocean Grove, Long Branch and other resorts too numerous to mention. Suffice it to say, the New Jersey Phonograph Co., at Newark, have long since held the palm as experts in taking good records. Recently a gentleman, who had just received a cornet solo from that company, said to a PHONOGRAM reporter: "Come and listen to the finest rendering of a cornet I ever heard. It has been sent at my request from the Jersey Phonograph Co."

We believe to the New York Phonograph Co. is due the innovation of placing the fourteen and sixteen-way hearing tubes on the phonograph and sending these to public resorts attended by competent operators. All the adjacent beaches have phonograph parlors and at the beginning of the season, Mr. Geo. B. Lull, general manager of automatic phonographs for this com-



pany, placed a large number of instruments with way-hearing tubes attached, in the leading hotels at Saratoga. The novelty and benefits of this system will prove advantageous to both the company and the public. Each machine has an operator who changes the airs to suit, and sees to it that all adjustments work. It is impossible for the lover of music to go away disappointed, as he has a large repertoire to select from and an ever-ready and willing attendant.

The secret of Geo. A. Hill's success at the Typewriters' Exchange, 10 Barclay street—giving good values and square dealing.

Jno. Underwood & Co., of 80 Vesey street, (dealers in typewriter's supplies), are old in business, safe in method, and what they handle either for their own use or sell to others is done with judgment and experience, as their large patronage proves.

### Personal.

Messrs. Holland Bros., general agents for the Edison Phonograph and Smith Premier typewriter, called on us recently. These gentlemen report phonograph and typewriter business as good, and say the stenographers are all in favor of using the machine for transcription of notes.

We had a pleasant visit from Mr. Arthur E. Smith, formerly general manager of the Cleveland branch of the Ohio Phonograph Co. Mr. Smith speaks in highest terms of the future of the phonograph in its commercial aspects.

Mr. E. E. Lewis, manager of the automatic phonographs at Coney Island, visited us recently. Mr. Lewis has been identified for many years with the phonograph, and no one is more capable than he to manage these machines. He says: "Business has been excellent at the Island this summer; in fact, it has been the most prosperous season we have ever had. Forty-six machines are placed at the Sea Beach Palace, and we keep up a high standard of records. Such airs as the "Whistling Coon," by Johnson, the "Laughing Song," "The Midnight Alarm," "Away Down in Dixie," by the Manhasset Club, are always popular. We have three phonographs connected with the Lalande battery and they work to perfection." He continues: "I have introduced the new mandril stocking which is a positive boon here, subjected as we are to such sudden atmospheric changes. I have no trouble with my adjustments and save many cylinders. Governor Flower and family, on his recent visit to the West End, paid the phonograph parlors a visit and was regaled with some novel music. He seemed highly delighted at the wonderfully clear tones the phonograph reproduced and expressed himself in praise of the instrument."

Mr. H. D. Pulsifer, the Buffalo agent of the New York Phonograph Co., is always on the alert for business, one of the most enterprising men in the association. We are not surprised to hear that the phonograph is kept constantly

before the public in his territory, and that both phases of this industry are energetically and intelligently pushed among his patrons.

### The Review of Reviews.

This sterling publication furnishes in the issue for the month of July subjects germane to the all-engrossing topic of discussion presented to the public after the action of the great political conventions called to nominate candidates for the American Presidency. Among these is a biographical sketch of President Harrison which gives a correct outline of his life and the motives by which his public career has been actuated.

We opine that a delineation of the other opposing Presidential candidates would form an interesting as well as a useful continuation of a series of articles to which the one just alluded to might form the prelude. The fact is, that just at this crisis in the world's history nothing can be more opportune than the introduction of themes affording to these statesmen the chance of making an exposition of their respective political tenets, and their observations and experiences with regard to the practical application of the same; and we feel sure that nothing would be better received than a sort of treatise from each upon these themes, which would also furnish to good writers a basis for accurate character sketches.

Harrison and Cleveland stand where no two men ever stood before. Each has been a President of the greatest country of the world, after the greatest war, at a moment when war's passions and enmities are silenced, and the voice of wisdom and experience may best be heard.

The picture gallery is as usual very satisfying. The artist of this review brings out every trait of character in treating his subjects: the contour of the face and of the head, the ordinary pose of figure; the great, or the small lines showing the impress of the world; in fine, all those points belonging to an individual which separate him from his kind and compose the creature which the artist essays to depict.

Who would recognize in the faces of the Countess Bismarck *nee* Hoyos and Count Bismarck the commonplace presentments offered by the average newspaper, in which the exaggerated chin and forehead (not to mention the coiffure) of this illustrious lady, and the inconsequent and rather inflated expression of her distinguished husband, betoken personalities altogether differing from those ascribed to them by well-informed writers.

### A Literary Find.

Mr. Bok has succeeded in unearthing a quantity of unpublished material by Henry Ward Beecher, which will shortly be published as a series of articles in *The Ladies' Home Journal*. The material is especially valuable since it deals with a range of topics both varied and timely, and will advance, for the first time in print, the great preacher's views on a number of such interesting questions as marriage, home government, woman in public and private life, politics, etc., etc.



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